

In what year was your organization founded?

	Number of Response(s)	Response Ratio
1950 or earlier	47	22.5%
1951 to 1975	47	22.5%
1976 to 2000	79	37.9%
2001 to present	31	14.9%
No Responses	4	1.9%
Total	208	100%

How many years have you been the Executive Director / CEO / Board Chair?

	Number of Response(s)	Response Ratio
1 or fewer years	39	18.7%
2 to 5 years	60	28.8%
6 to 10 years	37	17.7%
11 to 20 years	44	21.1%
21 years or more	24	11.5%
No Responses	4	1.9%
Total	208	100.0%

What is your core service? Check one program area that is your primary focus.

	Number of Response(s)	Response Ratio
Advocacy	6	2.9%
Affordable Housing	11	5.2%
Animal Welfare	2	1.0%
Arts/Culture	26	12.5%
Civic Engagement	1	<1.0%
Community Funder	5	2.4%
Education	41	19.7%
Environment	14	6.7%
Healthcare	15	7.2%
Human Services	50	24.0%
Nonprofit Capacity Building	4	1.9%
Workforce Development	6	2.9%
Youth Development	26	12.5%
No Responses	1	<1%
Total	208	100.0%

On average, how many clients does your organization serve annually?

	Number of Response(s)	Response Ratio
100 or fewer	14	6.7%
101 to 250	19	9.1%
251 to 500	14	6.7%
501 to 1,000	29	13.9%
1,001 or more	111	53.3%
Not Applicable	18	8.6%
No Responses	3	1.4%
Total	208	100.0%

Historically, have the majority of your clients been low to moderate income?

	Number of Response(s)	Response Ratio
Yes	129	62%
No	72	35%
No Responses	7	3%
Total	208	100%

What percentage of your clients live in Fairfield County?

	Number of Response(s)	Response Ratio
5% or fewer	0	0.0%
6 to 10%	1	<1%
11 to 20%	7	3.3%
21 to 50%	20	9.6%
51 to 75%	21	10.0%
76 to 99%	71	34.1%
100%	81	38.9%
Not Applicable	5	2.4%
No Responses	2	<1%
Total	208	100%

In which city or town is your organization located? If you have multiple locations, please choose your main location.

	Number of Response(s)	Response Ratio
Bethel / Brookfield	2	<1%
Bridgeport	48	23.0%
Danbury	19	9.1%
Darien	7	3.3%
Easton / Newtown	2	<1%
Fairfield	7	3.3%
Greenwich	16	7.6%
Milford	3	1.4%
Monroe	0	0.0%
New Canaan	11	5.2%
New Fairfield / Sherman	1	<1%
Norwalk	26	12.5%
Redding	0	0.0%
Ridgefield / Wilton	8	3.8%
Shelton	3	1.4%
Stamford	32	15.3%
Stratford	3	1.4%
Trumbull	1	<1%
Weston	0	0.0%
Westport	9	4.3%
No Responses	10	4.8%
Total	208	100%

In which cities or towns does your organization provide services? Check all that apply.

	Number of Response(s)	Response Ratio
Bethel / Brookfield	56	26.9%
Bridgeport	114	54.8%
Danbury	66	31.7%
Darien	72	34.6%
Easton / Newtown	74	35.5%
Fairfield	87	41.8%
Greenwich	73	35.0%
Milford	47	22.5%
Monroe	55	26.4%
New Canaan	79	37.9%
New Fairfield / Sherman	48	23.0%
Norwalk	102	49.0%
Redding	60	28.8%
Ridgefield / Wilton	81	38.9%
Shelton	51	24.5%
Stamford	100	48.0%
Stratford	75	36.0%
Trumbull	70	33.6%
Weston	58	27.8%
Westport	75	36.0%
Total	208	100%

What is the size of your current operating budget?

	Number of Response(s)	Response Ratio
\$249,999 and under	40	19.2%
\$250,000 - \$499,999	43	20.6%
\$500,000 - \$999,999	29	13.9%
\$1 Million - \$2,999,999	53	25.4%
\$3 - \$5 Million	13	6.2%
Over \$5 Million	28	13.4%
No Responses	2	<1%
Total	208	100%

What do you project for the percentage change in your operating budget for the NEXT FISCAL YEAR?

	Number of Response(s)	Response Ratio
Decrease less than 5%	21	10.0%
Decrease 6 to 10%	34	16.3%
Decrease 11 to 20%	41	19.7%
Decrease 21 to 40%	18	8.6%
Decrease 41% or more	3	1.4%
Increase less than 5%	34	16.3%
Increase 6 to 10%	16	7.6%
Increase 11 to 20%	6	2.8%
Increase 21 to 40%	4	1.9%
Increase 41% or more	2	<1%
No Change	24	11.5%
No Responses	5	2.4%
Total	208	100%

In the last 12 months, what was the highest number of paid, full-time equivalent employees working for your organization in Fairfield County?

	Number of Response(s)	Response Ratio
No paid, full-time staff	30	14.4%
5 or fewer	79	37.9%
6 to 10	27	12.9%
11 to 25	26	12.5%
26 to 50	22	10.5%
51 to 75	4	1.9%
76 to 100	2	<1%
101 to 250	9	4.3%
251 or more	4	1.9%
No Responses	5	2.4%
Total	208	100%

In the last 12 months, what was the highest number of paid, part-time equivalent employees working for your organization in Fairfield County?

	Number of Response(s)	Response Ratio
No paid, part-time staff	27	12.9%
5 or fewer	73	35.0%
6 to 10	34	16.3%
11 to 25	35	16.8%
26 to 50	15	7.2%
51 to 75	6	2.8%
76 to 100	4	1.9%
101 to 250	5	2.4%
251 or more	6	2.8%
No Responses	3	1.4%
Total	208	100%

What percentage of your operating budget comes from the following source: Federal funds

	Number of Response(s)	Response Ratio
We do not receive Federal funds	115	55.2%
5% or less	46	22.1%
6 to 10%	15	7.2%
11 to 25%	12	5.7%
26 to 50%	8	3.8%
51 to 75%	4	1.9%
76 to 99%	3	1.4%
100%	0	0.0%
No Responses	5	2.4%
Total	208	100%

What percentage of your operating budget comes from the following source: State funds

	Number of Response(s)	Response Ratio
We do not receive State funds	79	37.9%
5% or less	45	21.6%
6 to 10%	23	11.0%
11 to 25%	18	8.6%
26 to 50%	22	10.5%
51 to 75%	8	3.8%
76 to 99%	8	3.8%
100%	0	0.0%
No Responses	5	2.4%
Total	208	100%

What percentage of your operating budget comes from the following source: City / Town funds

	Number of Response(s)	Response Ratio
We do not receive City / Town funds	103	49.5%
5% or less	57	27.4%
6 to 10%	17	8.1%
11 to 25%	10	4.8%
26 to 50%	7	3.3%
51 to 75%	2	<1%
76 to 99%	4	1.9%
100%	0	0.0%
No Responses	8	3.8%
Total	208	100%

What percentage of your operating budget comes from the following source: Foundation grants

	Number of Response(s)	Response Ratio
We do not receive foundation grants	15	7.2%
5% or less	63	30.2%
6 to 10%	28	13.4%
11 to 25%	61	29.3%
26 to 50%	30	14.4%
51 to 75%	5	2.4%
76 to 99%	1	<1%
100%	0	0.0%
No Responses	5	2.4%
Total	208	100%

What percentage of your operating budget comes from the following source: Corporate donations

	Number of Response(s)	Response Ratio
We do not receive corporate donations	25	12.0%
5% or less	90	43.2%
6 to 10%	44	21.1%
11 to 25%	29	13.9%
26 to 50%	10	4.8%
51 to 75%	4	1.9%
76 to 99%	1	<1%
100%	0	0.0%
No Responses	5	2.4%
Total	208	100%

What percentage of your operating budget comes from the following source: Individual donations

	Number of Response(s)	Response Ratio
We do not receive individual donations	8	3.8%
5% or less	57	27.4%
6 to 10%	32	15.3%
11 to 25%	41	19.7%
26 to 50%	34	16.3%
51 to 75%	15	7.2%
76 to 99%	12	5.7%
100%	1	<1%
No Responses	8	3.8%
Total	208	100%

What percentage of your operating budget comes from the following source: Endowment / Operating Reserves

	Number of Response(s)	Response Ratio
We do not have endowment / operating reserve funds	82	39.4%
5% or less	80	38.4%
6 to 10%	12	5.7%
11 to 25%	12	5.7%
26 to 50%	5	2.4%
51 to 75%	5	2.4%
76 to 99%	2	<1%
100%	1	<1%
No Responses	9	4.3%
Total	208	100%

What percentage of your operating budget comes from the following source: Earned income / Fees for services

	Number of Response(s)	Response Ratio
We do not generate earned income / fees for services	50	24.0%
5% or less	57	27.4%
6 to 10%	13	6.2%
11 to 25%	24	11.5%
26 to 50%	27	12.9%
51 to 75%	19	9.1%
76 to 99%	13	6.2%
100%	1	<1%
No Responses	4	1.9%
Total	208	100%

What percentage of your operating budget comes from the following source: Other

	Number of Response(s)	Response Ratio
We do not receive other funding	92	44.2%
5% or less	65	31.2%
6 to 10%	24	11.5%
11 to 25%	4	1.9%
26 to 50%	12	5.7%
51 to 75%	2	<1%
76 to 99%	0	0.0%
100%	0	0.0%
No Responses	9	4.3%
Total	208	100%

What is the size of your endowment or board designated fund?

	Number of Response(s)	Response Ratio
Less than \$250,000	37	17.7%
\$250,000 to \$499,999	14	6.7%
\$500,000 to \$999,999	6	2.8%
\$1 million to \$3 million	20	9.6%
\$3 million or more	16	7.6%
We do not have an endowment or board designated fund	111	53.3%
No Responses	4	1.9%
Total	208	100%

What is the size of your operating reserve?

	Number of Response(s)	Response Ratio
Less than \$100,000	61	29.3%
\$100,000 to \$249,999	34	16.3%
\$250,000 to \$499,999	15	7.2%
\$500,000 to \$999,999	15	7.2%
\$1 million or more	13	6.2%
We do not have an operating reserve	65	31.2%
No Responses	5	2.4%
Total	208	100%

In your opinion, what will be the effect of the economic downturn on the financial health of your organization?

No Effect	Little Effect	Some Effect	Significant Effect	Extreme Effect
0	10	104	82	10
0%	5%	50%	40%	5%

Which are you already experiencing as a result of the economic downturn? (Check all that apply.)

	Number of Response(s)	Response Ratio
Increased demand for services	112	53.8%
Decreased or delayed funding and donations	168	80.7%
Decreased paying clients / fees for services	56	26.9%
Challenges raising private money	161	77.4%
Endowment decrease	55	26.4%
Decrease in membership revenue	40	19.2%
Increased gifts from donors	17	8.1%
Decrease in operating reserves	68	32.6%
Increased Board member engagement	64	30.7%
Other	26	12.5%
Total	208	100%

Please provide an estimate of the percentage increase in demand for services you have experienced over the last six months.

	Number of Response(s)	Response Ratio
No increase	48	23.0%
5% or lower	44	21.1%
6 to 10%	58	27.8%
11 to 20%	28	13.4%
21 to 40%	16	7.6%
41% or more	7	3.3%
No Responses	7	3.3%
Total	208	100%

How have your client demographics changed in the last six months?

	Number of Response(s)	Response Ratio
No change	107	51.4%
More higher income clients	10	4.8%
More lower income clients	26	12.5%
More families	15	7.2%
More seniors	5	2.4%
More children	7	3.3%
More suburban clients	7	3.3%
More urban clients	2	<1%
Other	24	11.5%
No Responses	5	2.4%
Total	208	100%

What changes, if any, are you making in how you serve your clients in response to the economy?

	Number of Response(s)	Response Ratio
No changes	77	37.0%
Increasing services	70	33.6%
Decreasing services	18	8.6%
Increasing hours of operation	20	9.6%
Decreasing hours of operation	11	5.2%
Other	34	16.3%
Total	208	100%

Your organization is well prepared to handle the challenges of the economic downturn.

	Strongly Disagree	Somewhat Disagree	Somewhat Agree	Strongly Agree
	6	37	128	34
	3%	18%	62%	17%

What steps, on the REVENUE side, have you ALREADY TAKEN in response to the economic downturn? (Check all that apply)

	Number of Response(s)	Response Ratio
Identified and reached out to existing donors / funders	161	77.4%
Identified and reached out to new donors / funders	145	69.7%
Identified alternative sources of revenue	119	57.2%
Increased fees for service	33	15.8%
Strengthened marketing	97	46.6%
Developed "worst case scenario" contingency budget (20% revenue)	88	42.3%
Applied for Federal grants / stimulus funds	70	33.6%
Rented out extra space	13	6.2%
Sold assets	3	1.4%
Nothing yet / not sure what to do	13	6.2%
Other	28	13.4%
Total	208	100%

What steps, on the EXPENSE side, have you ALREADY TAKEN to trim your budget? (Check all that apply)

	Number of Response(s)	Response Ratio
Changed health insurance programs	50	24.0%
Reduced retirement or pension contributions	25	12.0%
Reduced training and travel allowances	82	39.4%
Renegotiated contracts (including occupancy costs)	40	19.2%
Eliminated or decreased programs / services	45	21.6%
Reduced staff salaries	27	12.9%
Laid off staff	40	19.2%
Reduced staff hours (short weeks, furloughs, etc...)	40	19.2%
Froze all hires and current staff salaries	76	36.5%
Reevaluated strategic plan	70	33.6%
Delayed or canceled a capital campaign	23	11.0%
Increased / created volunteer opportunities	89	42.7%
Evaluated and measured operating efficiency	103	49.5%
Shared back-office services with other organizations	6	2.8%
Collaborated with another organization to reduce expenses or program	39	18.7%
Identified opportunities to merge	16	7.6%
Delayed introduction of new programs	52	25.0%
None	9	4.3%
Other	26	12.5%
Total	208	100%

What steps, on the REVENUE side, are you CONSIDERING TAKING in response to the economic downturn? (Check all that apply)

	Number of Response(s)	Response Ratio
Identifying and reaching out to existing donors / funders	110	52.8%
Identifying and reaching out to new donors / funders	118	56.7%
Identifying alternative sources of revenue	113	54.3%
Increasing fees for service	37	17.7%
Strengthening marketing	100	48.0%
Starting a capital campaign	19	9.1%
Developing "worst case scenario" contingency budget (20% revenue)	61	29.3%
Applying for Federal grants / stimulus funds	76	36.5%
Renting out extra space	15	7.2%
Selling assets	6	2.8%
Nothing / not sure what to do	8	3.8%
Other	18	8.6%
Total	208	100%

What steps, on the EXPENSE side, are you CONSIDERING TAKING to trim your budget? (Check all that apply)

	Number of Response(s)	Response Ratio
Changing health insurance programs	34	16.3%
Reducing retirement or pension contributions	23	11.0%
Reducing training and travel allowances	38	18.2%
Renegotiating contracts (including occupancy costs)	34	16.3%
Eliminating or decreasing programs / services	45	21.6%
Reducing staff salaries	24	11.5%
Laying off staff	34	16.3%
Reducing staff hours (short weeks, furloughs, etc...)	42	20.1%
Freezing all hires and current staff salaries	49	23.5%
Reevaluating strategic plan	51	24.5%
Delaying or canceling a capital campaign	13	6.2%
Increasing / creating volunteer opportunities	70	33.6%
Evaluating and measuring operating efficiency	71	34.1%
Sharing back-office services with other organizations	22	10.5%
Collaborating with another organization to reduce expenses or program	50	24.0%
Identifying opportunities to merge	25	12.0%
Delaying introduction of new programs	28	13.4%
None	14	6.7%
Other	15	7.2%
Total	208	100%

What percentage change do you anticipate in your total revenue for the NEXT FISCAL YEAR?

	Number of Response(s)	Response Ratio
No change expected	17	8.1%
Decrease less than 5%	34	16.3%
Decrease 6 to 10%	47	22.5%
Decrease 11 to 20%	51	24.5%
Decrease 21 to 40%	11	5.2%
Decrease 41% or more	2	<1%
Increase less than 5%	15	7.2%
Increase 6 to 10%	14	6.7%
Increase 11 to 20%	6	2.8%
Increase 21 to 40%	3	1.4%
Increase 41% or more	4	1.9%
No Responses	4	1.9%
Total	208	100%

If you anticipate a decrease in total revenue for the NEXT FISCAL YEAR, please rank the following sources of revenue in order of how significantly you think they will contribute to the decrease.

1 = No Impact, 2 = Least Significant, 3 = Somewhat Significant, 4 = Most Significant

	1	2	3	4
Individual donors	23 15%	22 14%	71 46%	40 26%
Foundations (Private, Family or Community)	10 7%	27 18%	79 53%	34 23%
Corporate donations	21 14%	21 14%	60 41%	46 31%
Fees for services / programs	52 41%	31 24%	31 24%	14 11%
Endowment / Operating reserves	59 48%	20 16%	35 28%	9 7%
Membership revenue	67 55%	23 19%	27 22%	4 3%
City / Town funding	70 53%	19 14%	29 22%	15 11%
State funding	56 42%	23 17%	31 23%	23 17%
Federal funding	78 62%	20 16%	19 15%	8 6%

Over the last 12 months, what has been your experience with receiving government funding?

	Number of Response(s)	Response Ratio
We do not receive any government funding	69	33.1%
We are not experiencing delays in receiving funding	51	24.5%
We are experiencing our typical delays in receiving funding	42	20.1%
We are experiencing longer than usual delays in receiving funding	17	8.1%
We are experiencing reductions in previously approved grant levels within	17	8.1%
No Responses	12	5.7%
Total	208	100%

In the last six months, what percentage change, if any, have you had in the amount of money raised from private sources - fundraising special events, annual appeals, foundation grants, etc. - compared to the prior year? (Please exclude any one-time situations)

	Number of Response(s)	Response Ratio
No change in fundraising	34	16.3%
Decrease less than 5%	20	9.6%
Decrease 6 to 10%	37	17.7%
Decrease 11 to 20%	48	23.0%
Decrease 21 to 40%	33	15.8%
Decrease 41% or more	3	1.4%
Increase less than 5%	6	2.8%
Increase 6 to 10%	13	6.2%
Increase 11 to 20%	3	1.4%
Increase 21 to 40%	3	1.4%
Increase 41% or more	3	1.4%
No Responses	5	2.4%
Total	208	100%

What fiscal year are you most worried about regarding your operating budget?

	Number of Response(s)	Response Ratio
Fiscal Year 2009	39	18.7%
Fiscal Year 2010	127	61.0%
Fiscal Year 2011	21	10.0%
Fiscal Year 2012	2	<1%
We do not have concerns at this time	16	7.6%
No Responses	3	1.4%
Total	208	100%

Do you expect to end Fiscal Year 2009 with:

	Number of Response(s)	Response Ratio
An operating deficit	72	34.6%
An operating surplus	24	11.5%
Break-even financial results	92	44.2%
We are unable to predict our 2009 financial results at this time	18	8.6%
No Responses	2	<1%
Total	208	100%

Which of the following types of technical assistance, potentially provided by the Foundation's Center for Nonprofit Excellence, would be helpful now to your organization? (Check all that apply)

	Number of Response(s)	Response Ratio
Assistance analyzing your current financial situation	25	12.0%
Financial scenario planning	45	21.6%
Tools to communicate your financial picture to Board and/or funders	51	24.5%
Program finance analytics (revenue/expense breakdown)	19	9.1%
Merger feasibility analysis or technical assistance on the merger process	24	11.5%
Assistance negotiating with banks or other lenders	11	5.2%
Fund development planning	104	50.0%
Improving your website	80	38.4%
Launching email campaigns	88	42.3%
Executive coaching	44	21.1%
Board development	88	42.3%
Government grantwriting	70	33.6%
Advocacy / lobbying	44	21.1%
Other	13	6.2%
Total	208	100%

What work could qualified volunteers provide for your organization? Check all that apply.

	Number of Response(s)	Response Ratio
Clerical	115	55.2%
Office organizing	76	36.5%
HR services	40	19.2%
Finance	44	21.1%
Marketing / promotion	140	67.3%
Technology assistance	101	48.5%
Software training	49	23.5%
Legal assistance	46	22.1%
Translation	24	11.5%
Advocacy	60	28.8%
Event support	145	69.7%
Help with large mailings	64	30.7%
General labor	52	25.0%
Other	35	16.8%
Total	208	100%